

# CALIFORNIA ENTERPRISE DEVELOPMENT AUTHORITY

## Project Application for Bond Financing

### I. APPLICANT PROFILE

<b>Applicant/Borrower</b>			
Name:	T.E.R.I., INC.		
Street Address:	251 Airport Road		
City:	Oceanside	State:	CA
Zip:	92058	NAICS Code	813319
Contact Name:	Mr. Joseph Michalowski	Title:	Chief Financial Officer
Phone:	(760) 721-1706	Fax :	(760) 721-9872
E-mail:	joem@teriinc.org		

<b>Business Specifics - Applicant/Borrower</b>					
Current # of Full-time Employees:	California		Companywide		
<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> S Corporation	<input type="checkbox"/> LLC, LLP, Partnership	<input type="checkbox"/> C Corporation	<input checked="" type="checkbox"/> 501(c)(3)	<input type="checkbox"/> Other

<b>Occupant/User (If different from Applicant/Borrower)</b>			
Name:			
Street Address:			
City:		State:	
Zip:		NAICS Code	
Contact Name:		Title:	
Phone:		Fax :	
E-mail:			

<b>Business Specifics - Occupant/User</b>					
Current # of Full-time Employees:	California		Companywide		
<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> S Corporation	<input type="checkbox"/> LLC, LLP, Partnership	<input type="checkbox"/> C Corporation	<input type="checkbox"/> 501(c)(3)	<input type="checkbox"/> Other

<b>Financial Advisor/Underwriter Contact (if known)</b>			
Name:			
Address:			
City:		State:	Zip:
Contact:		Title:	
Phone:		Fax :	
E-mail:			

<b>Bank and Special Tax Counsel</b>			
Firm Name:	Kutak Rock LLP		
Address:	777 South Figueroa Street, Suite 4550		
City:	Los Angeles	State: CA	Zip: 90017
Contact:	Sam S. Balisy, Esq.	Title:	Partner
Phone:	(213) 312-4009	Fax :	(213) 312-4001
E-mail:	<a href="mailto:sam.balisy@kutakrock.com">sam.balisy@kutakrock.com</a>		

<b>Bank/Lender (if known)</b>			
Name:	Zions Bancorporation, N.A., d/b/a California Bank & Trust		
Address:	2501 Palomar Airport Road		
City:	Carlsbad	State: CA	92011
Contact:	Randy Ferren	Title:	1 <sup>st</sup> Vice President
Phone:	(760) 431-4896	Fax :	(855) 522-5168
E-mail:	Randy.Ferren@calbt.com		

## II. PROJECT SITE LOCATION(S)

<b>Project Site 1:</b>					
Street Address:	501-509 Deer Springs Road				
City:	San Marcos	State:	CA	Zip:	92069
County:	San Diego				
Full-time Employees to be Created or Retained at this Site:		All retained and 85 new jobs			

<b>Project Site 2:</b>					
Street Address:					
City:		State:		Zip:	
County:					
Full-time Jobs to be Created or Retained at this Site:					

## III. TYPE OF ACTIVITY *(Check appropriate box or boxes)*

<input type="checkbox"/> Manufacturing		<input checked="" type="checkbox"/> Non Profit or Public Benefit		<input type="checkbox"/> Other (Specify)
Please fill in when "Other" is specified:				

## IV. PROJECT & FINANCING SUMMARY

### Summary of Project Budget and Requested Bond Financing:

	Total Project Budget (\$):	Project Budget Paid from Bond Proceeds (\$):
Land Acquisition		
New Construction	\$13,150,000	\$13,150,000
Property Acquisition		
Facility Improvements	\$450,000	\$450,000
New Machinery & Equipment		
Architectural & Engineering		
Refinancing	\$2,150,000	\$2,150,000
Financing Costs (Costs of Issuance)	\$300,000	\$300,000
Other	\$450,000	\$450,000
Total:	\$16,500,000	\$16,500,000

## V. ADDITIONAL INFORMATION

Please provide **one complete set** of the following information as attachments to this Application.

### Attachments:

- A. Brief Project Description in Narrative Form.
- B. Description of the Applicant.
- C. Public Benefits Associated with the Project.
- D. Annual Financial Statements for the most recent three years.
- E. \$1,500.00 Application Fee – Check made payable to the “California Enterprise Development Authority.”

## VII. CERTIFICATION

I hereby represent that all information contained in this documentation and attachments are true and correct to the best of my knowledge.

Date: 2-24-22

Signature: 

Print Name: Joseph Michalowski

Title: Chief Financial Officer

SUBMIT THIS APPLICATION AND ATTACHMENTS TO:

### **California Enterprise Development Authority**

Attn: CEDA  
Address: 2150 River Plaza Drive, Suite 275, Sacramento, CA 95833  
Telephone: (916) 448-8252, Ext. 16  
Fax: (916) 448-3811  
E-mail: [michelle@ceda.org](mailto:michelle@ceda.org)  
Website: <https://ceda.caled.org/>

## ATTACHMENT A: DESCRIPTION OF PROJECT

Please provide a description of the proposed project and the sources and uses of fund.

The proceeds of the financing will be applied to finance, refinance and/or reimburse the cost of the acquisition, construction, installation, equipping and furnishing of the following facilities located at 501-509 Deer Springs Road, San Marcos, California 92069: (1) an approximately 8,700 square foot, two-story educational and career center building that houses a full commercial kitchen, bakery, food processing rooms, a coffee bar, outdoor eating area, offices, classrooms, multiple storage rooms and related spaces; (2) an approximately 11,000 square foot fine arts building with classrooms and related spaces; (3) an approximately 11,000 square foot performing arts building with a 208-seat theater, rehearsal space, music studio, green room, handicap accessible dressing rooms, video production studios and related spaces, and (4) a one acre organically certified farm.



## ATTACHMENT B: DESCRIPTION OF APPLICANT

Please provide a brief history of the development of the business, and current and future business activities.

T.E.R.I. was established in 1980 to improve the quality of life for children and adults with developmental and learning disabilities. T.E.R.I. specializes in serving individuals whose needs have not been met by existing programs, providing uniquely designed solutions and resources that help not only the individual, but the family unit in the community. Nearly from its inception, the state of California recognized TERI as a model program. It's training and education programs are designed so that every student reaches their maximum potential

Over time, TERI grew as the community expressed desire for new programs that addressed specific client needs. The initial four residential group homes and small Adult Day program have now grown to serve over 850 children and adults with autism, intellectual disabilities, cerebral palsy, epilepsy, brain trauma, severe behavioral disorders, dual diagnosis, and learning disabilities in a variety of home, school, and program settings, in any given month.

The Campus of Life will serve to further expand our ability to lead the way in teaching the world how people with developmental disabilities can successfully live, grow, and contribute to their communities

Additional details regarding T.E.R.I.'s programs serving the special needs community can be found at [www.teriinc.org](http://www.teriinc.org).

## ATTACHMENT C: SUMMARY OF PROJECT PUBLIC BENEFITS

Public benefits may include: job creation; job retention;

T.E.R.I.'s vision is to change the way the world sees, helps, and empowers individuals with special needs. Its programs improve the quality of life for children and adults with developmental and learning disabilities. Through support, advocacy, dedication, innovation, and resolve, T.E.R.I. has brought opportunity and hope to countless individuals and families.

The T.E.R.I. Campus of Life models a more integrated society where the entire community learns, creates, and lives well side-by-side. The T.E.R.I. Campus of Life isn't a place to isolate people with developmental disabilities - it's a bridge between the special needs community and the world around them. The Campus creates ideal ways for the community to learn, and live side-by side, with people of all ages and abilities.

Everyone is on a spectrum of abilities, and the Campus is where we will explore them together.

One of the most exciting aspects of the Campus will be the vocational opportunities that will become available to students, not only on the Campus, but throughout the world, as we focus on new technological abilities to expand our care and educational philosophies.